

Message Text

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ACTION EB-07

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FM AMEMBASSY TEL AVIV

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TAGS: BTRA, IS

SUBJECT: CHECKLIST FOR AMERICAN BUSINESS VISITORS

REF: A) STATE A-855 FEB 10, 1975;B) STATE 060016;

C) TEL AVIV A-47 MARCH 13, 1975

REF C IS REPEATED BELOW.

THE EMBASSY WELCOMES THE INCLUSION OF ISRAEL IN SUBJECT PROJECT AND SUGGESTS THE FOLLOWING MODIFICATION IN PART I. PARAGRAPH A SHOULD BE ALTERED TO REFLECT THE FACT THAT ISRAEL, AT ANY RATE, WAS NOT A COMMERCIAL BACKWATER BEFORE THE PETRODOLLAR BOOM. PARAGRAPH B AS IS WRITTEN COULD SERVE TO DISCOURAGE POTENTIAL VISITORS TO ISRAEL. THE EMBASSY UNDERSTANDS THAT THE DEPARTMENT OF STATE'S PRESENT POLICY IS TO ISSUE TWO PASSPORTS TO BUSINESSMEN VISITING BOTH ISRAEL AND ARAB COUNTRIES. THE EMBASSY SUGGESTS THAT COMMERCE VERIFY THIS POLICY WITH THE PASSPORT OFFICE AND INCLUDE APPROPRIATE LANGUAGE ON THIS POINT. ALSO IT SHOULD BE NOTED THAT BUSINESS VISITORS TO ISRAEL DO NOT NEED A VISA.

THE EMBASSY'S PROPOSED DRAFT FOR PART II IS AS FOLLOWS:

PART II 6. ISRAEL

A. TRADE POLICY - ISRAEL IS AN IMPORTANT EXPORT MARKET. IN 1974, ISRAEL'S TOTAL COMMODITY IMPORTS ARE ESTIMATED AT \$4.2 BILLION, WITH \$746 MILLION FROM THE U.S. DESPITE THE GOVERNMENT'S ANTI-INFLATION POLICY AIMED AT REDUCING THE CONSUMPTION AND IMPORTATION OF UNNECESSARY GOODS AND SERVICES, ISRAEL CONTINUES TO OFFER GOOD OPPORTUNITIES FOR U.S. EXPORTERS OF CAPITAL GOODS, SPECIFICALLY IN THE AREA OF METAL WORKING, CHEMICAL PROCESSING, ELECTRONICS

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AND FOOD PROCESSING.

B. U.S. VISITORS WILL FIND BUSINESS CUSTOMS AND PRACTICES IN ISRAEL VERY SIMILAR TO THOSE IN THE UNITED STATES. HOWEVER, BUSINESS IS GENERALLY NOT CONDUCTED ON SATURDAYS AND RELIGIOUS HOLIDAYS STARTING FROM THE MIDDAY PRECEDING THEM. BOTH THE DEPARTMENT OF COMMERCE AND THE GOVERNMENT OF ISRAEL REPRESENTATIVES LISTED IN PART I CAN ADVISE THE PROSPECTIVE VISITOR WHEN THESE HOLIDAYS OCCUR.

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